

## Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 /017 W  
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R 071415Z MAR 75  
FM AMCONSUL CASABLANCA  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 3338  
AMEMBASSY RABAT

UNCLAS CASABLANCA 0161

E.O. 11652: N/A

TAGS: BEXP, MO

SUBJ: MAJOR PROJECT: PROCUREMENT OF TOURIST BUSES

1. WE HAVE BEEN APPROACHED BY FARAH MAGHREB WHO IS INTERESTED IN PURCHASING TOURIST BUSES APPROXIMATING DOLS 2 TO 2.4 MILLION, AND WISH TO RECEIVE CANDF QUOTATIONS FROM US MANUFACTURERS. FARAH IS NEWLY ESTABLISHED COMPANY AND A SUBSIDIARY OF CREDIT IMMOBILIER HOTELIER A LENDING INSTUTUTION WHICH FINANCES THE CONSTRUCTION OF HOTELS AND ASSUMES AN EQUITY INTEREST IN HOTELS ON BEHALF OF THE GOM. FARAH'S ACTIVITIES WILL BE TO ARRANGE AND PROVIDE LOGISTIC SUPPORT FOR IN-COUNTRY TOURS TO MAJOR MOROCCAN CITIES.

2. DETAILS OF REQUIREMENTS ARE: QUANTITY - 40 DIESEL BUSES, CONFIGURATION - SEATING CAPACITY FOR ONLY A MAXIMUM OF FORTY PERSONS WITH INSTALATION OF LAVATORY AND IF POSSUBLE A KITCHENETTE, ADDITIONAL EQUIPMENT - AIR CONDITIONING AND STEREO SYSTEM, DELIVERY FOUR BUSES TO BE DELIVERED WITHIN TWO TO THREE MONTHS FROM DATE OF ORDER AND REMAINING THIRTY-SIX TO BE DELIVERED OVER NEXT FOUR YEARS, FINANCING- SUPPLIER CREDIT TERMS OR EXIM FINANCING NOT RPT NOT REQUESTED AND PAYMENT WILL BE EFFECTED AGAINST LETTER OF CREDIT BY CREDIT IMMOBILIER HOTELIER, TECHNICAL ASSISTANCE - FARAH WILL DEFRAID EXPENSES IN HAVING ONE OR TWO MAINTENANCE MEN OF SUPPLIER COME TO MOROCCO AND TRAIN LOCAL STAFF IN OPERATING AND MAINTAINING BUSES.

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3. MOST POPULAR TOURIST BUSES BEING USED IN MOROCCO ARE VOLVOS,

AND BERLIETS AND DAFFS ARE NEXT PREFERENCES. FARAH REP ADVISES THAT VOLVO NOR DAFF CAN MEET DELIVERY REQUESTED FOR INITIAL FOUR BUSES, AND HE PREFERS AMERICAN EQUIPMENT OVER BERLIET AND DAFF. NOMINAL QUOTATIONS, ACCORDING TO REP, FOR VOLVO, BERLIET AND DAFF ARE DOLLARS 60,000, 58,000 AND 50,000 RESPECTIVELY.

4. ACTION REQUESTED: PLEASE CONTACT BY TELEPHONE PRINCIPAL U.S. BUS MANUFACTURERS INFORMING THEM OF ABOVE DETAILS AND PROCUREMENT IS NOT RPT NOT AGAINST GOVERNMENT TENDER. CABLE NAMES OF THOSE SUPPLIERS WHO ARE INTERESTED AND PRELIMINARY DETAILS OF THEIR OFFERS WHICH SUPPLIERS SHOULD CONFIRM BY LETTER TOGETHER WITH BROCHURES TO COMMATT .  
BRUBECK

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 07 MAR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975CASABL00161  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CollinP0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 29 MAY 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <29 MAY 2003 by RuthemTJ>; APPROVED <26 FEB 2004 by CollinP0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MAJOR PROJECT: PROCUREMENT OF TOURIST BUSES  
**TAGS:** BEXP, MO  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006